



Coffragroup

FACILITATOR OF TRANSACTIONS

Our M&A Services



Stay on course in the turbulent waters of transactions

Disposals & Acquisitions: efficient, fast, and moderated

WE MANAGE ON YOUR BEHALF THE IMPLEMENTATION OF THE DISPOSAL/ACQUISITION PROCESS FROM A TO Z.

We offer you the expertise of a multidisciplinary team (legal, financial, and fiscal matters, etc.), fully qualified to handle all the different stages in your transaction, from the initial contacts with the buyer or vendor to post-closing support services.

The overarching objective of our team is to expedite the transaction by overseeing the process as a whole, a role ill-suited to a traditional advisor whose understanding of the project is necessarily incomplete.

Our team will guide you safely to your chosen destination, on time, while helping you to avoid the different hazards you may encounter on your way.



A SINGLE CONTACT

You are relieved of the task of coordinating and arbitrating between your different advisors; you can focus on your core objectives.



AN ALL-ROUND PERSPECTIVE

You are assured that all the important points are well identified from the outset, and that there will be no loss of information between your different contacts; you avoid unpleasant surprises during the transaction.



A FASTER CLOSING PROCESS

You make calm and efficient progress; you finalize your agreement more rapidly and limit post-transaction legal disputes.

EMBARK UPON YOUR PROJECT WITH PEACE OF MIND

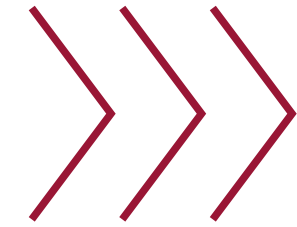
Disposals

We select purchasers attuned to your company's history, fully capable of ensuring its long-term prosperity.

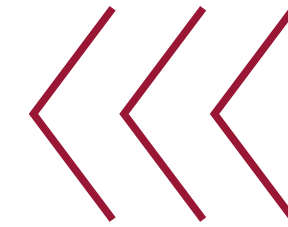
We help you to satisfy the purchaser's requirements in terms of both deadlines and methodology.

We also advise you on all the fiscal aspects of the transaction (capital gains, registration, personal tax exposure, inheritance).

We implement the terms of your collaboration following the transfer of your company (earn-out conditions, status of the senior manager in the company, retention of an equity interest).



Respect
Diplomacy
Dialogue
Flexibility



Acquisitions

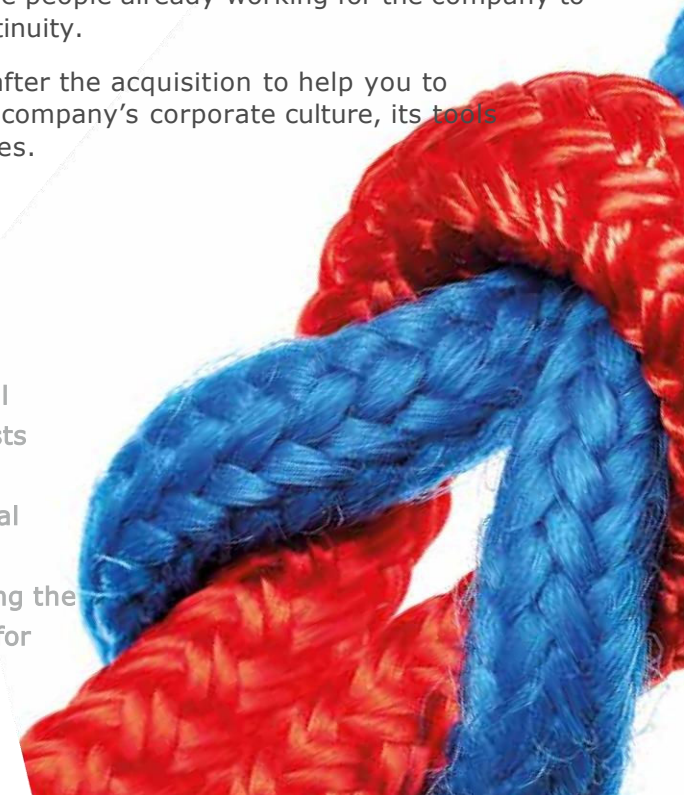
We identify target companies corresponding to your development plans, and we make a long-term contribution to your growth.

We forge links with the people already working for the company to ensure business continuity.

We provide support after the acquisition to help you to transform the target company's corporate culture, its tools and financial processes.

We create a trusting environment that encourages the development of win-win agreements

Our team provides a robust foundation for the structure of the transaction, taking full account of the vendor's personal objectives and the acquirer's corporate vision. Our specialists take a proactive approach, building trust between the contracting parties and applying the wealth of their technical and interpersonal skills to foster dialogue, even at difficult moments. They help to reach a fair balance when estimating the value of the company and create the necessary conditions for the long-term success of the operation.



OUR ROLE

Identification

- Search for target companies or buyers
- Confidentiality agreements
- Drafting of the teaser

Analysis

- Shareholder objectives
- Strategy
- Markets
- Synergies
- Value chain
- Economies of scale
- Valuation

Structuring

- Legal nature of the transaction (asset deal, share deal, etc.)
- Choice of the buyer (parent company, subsidiary in France, holding company, creation of a new entity, etc.)
- Scope of the transaction
- Taxation
- Impact on industrial relations
- Letter of intent/(Non) Binding offer
- Funding

Investigation

- Setting up of the Data Room
- Management of Q&A sessions
- Execution of Due Diligence and/or Vendor Due Diligence
- Coordination of third-party expertise
- Adjustment of valuation
- Identification of key points in the transaction

Architect and pilot of your transaction from A to Z

We take care of all the tasks required to complete your transaction. We ensure the coordination of the different stages and manage the overall speed of the process, thereby obviating the need to liaise with other advisors.

Transaction Expert for small & mid cap companies

We have been supporting family concerns and privately owned companies for more than 35 years. We are perfectly familiar with how these companies are run and the challenges they face.

It is natural, therefore, that we should offer these same companies access to our M&A services.

Negotiation

- Sale price
- Earn out
- Assets & Liabilities Warranties
- Status of senior managers
- Special advantages
- Timetable of the transaction

Contracting

- Disposal agreement
- Ancillary contracts

Closing

- Organization of the Signing/Closing
- Management of conditions precedent
- Finalization
- Payment

Post Closing

- Publication and registration
- Taxation
- Management of the industrial relations impact of the transaction
- Implementation Earn out and Assets & Liabilities Warranties
- Settlement of disputes
- Accounting and tax integration
- Implementation of specific reporting systems
- Determination of Purchase Price Allocations

Cross-border transactions

Specialists in cross-border transactions, we know perfectly well how to avoid pitfalls of a legal, fiscal, accounting, and cultural nature specific to these types of transactions. Well-versed in French, German and Anglo-Saxon working practices, we act as an interface between the different stakeholders throughout the transfer process to ensure the different parties understand each other perfectly.



Our network at your service

We draw on the strength of our own network and our partners for your transactions in France and abroad:

- Public authorities and institutional stakeholders,
- Communication or lobbying activities,
- Intercultural services and support in human resources,
- Network of international M&A specialists, notably in Germany.



About Coffra group

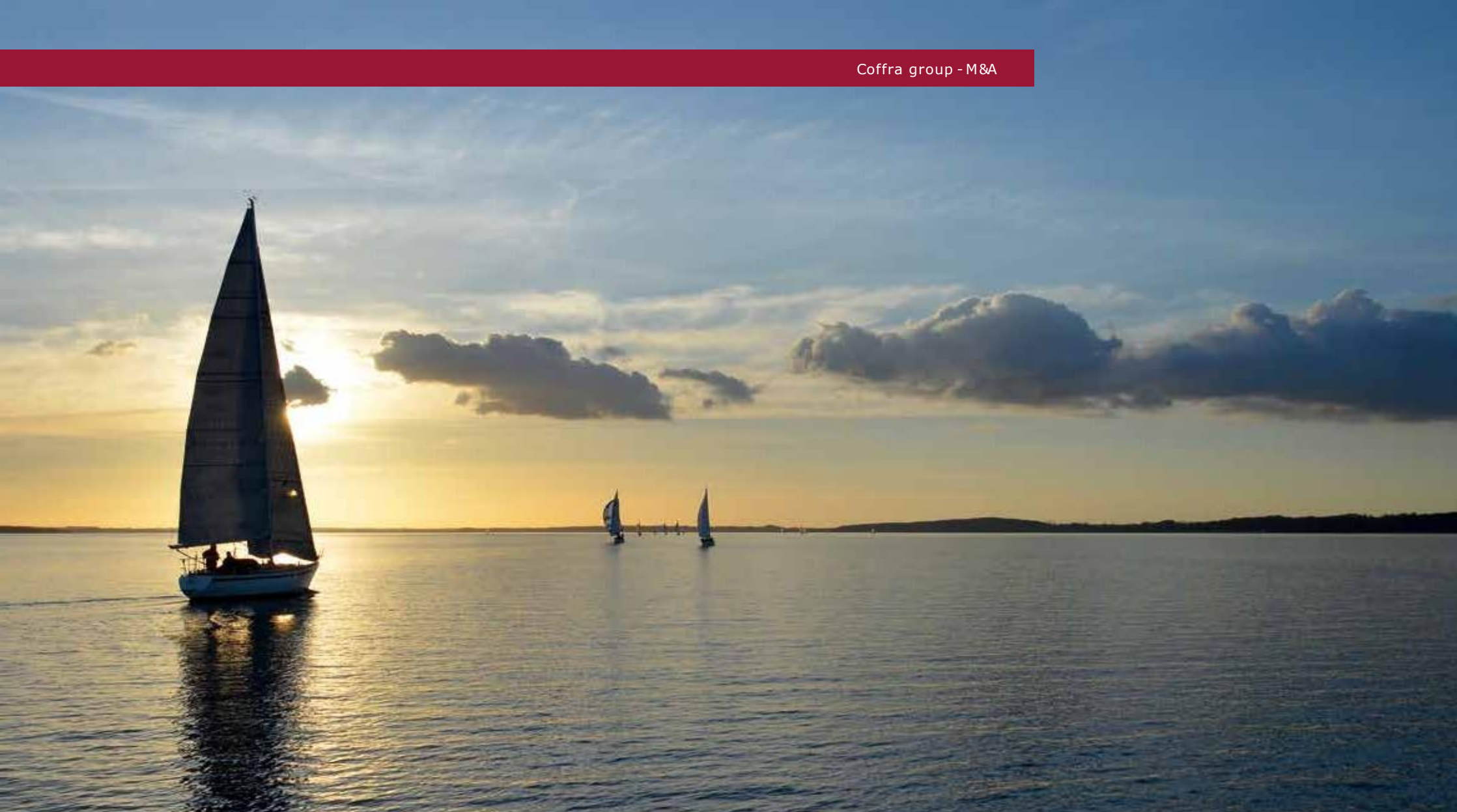
FOUNDED IN 1985, COFFRA GROUP IS AN AUDIT, ACCOUNTING, TAX AND LEGAL FIRM SPECIALISING IN WELCOMING INTERNATIONAL INVESTORS IN FRANCE.

Coffra group currently works with more than 1,500 clients in all business sectors. In particular, Coffra group is a key player in the service of German investors in France and French investors developing in Germany. Through its activities, Coffra group has been at the heart of Franco-German economic relations for 39 years.

Coffra group offers a wide range of expertise: audit, finance, accounting, tax, legal advice, restructuring and personnel management. This complementarity, combined with our international know-how, Franco-German culture and multilingualism, means we can offer you a comprehensive, integrated service with high added value at every key stage in the life of your company.

For over ten years, we have been the French member of the 12th largest global audit network, Moore, present in 114 countries.

For further details: www.coffra-group.com



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